

SECTION M:

AOC Fire Door Improvements – Thomas Jefferson Building (TJB), Group I&II, LC08025A - Continued

EVALUATION FACTORS FOR AWARD

M.1 EVALUATION OF QUOTATION

This solicitation will be evaluated on a Lowest Price Technically Acceptable (LPTA) basis. The Government will award a contract to the Offeror whose quotation meets the Government's technical requirements and offers the lowest price. The Government reserves the right to make award with or without discussions.

The evaluation criteria are divided into Technical and Price categories. The technical (non-price) factors when combined are more important than price. However, as the difference in technical merit between the proposals becomes less significant, the relative importance of the proposed prices will increase. The non-price factors are all weighted equally. The Government reserves the right to make award with or without discussions. The Government reserves the right to establish a competitive range.

In order for proposals to be eligible for evaluation, the proposals must be prepared in accordance with and comply with the instructions found in Section L.

M.2 TECHNICAL EVALUATION FACTORS

M.2.1 Technical (Non-Price) Factors:

M.2.1.1 Technical Capability: The technical capability will be evaluated based on the following sub- factors

Sub-factor A: Overall Technical Approach: The proposal will be evaluated on the Offeror's overall proposed technical approach to achieving the requirements of the SOW and all documents pertaining to this solicitation and its demonstrated ability to perform the work; on the content and completeness of the Offeror's technical proposal and the responsiveness to the requirements identified in the RFP; the extent to which the Offeror's solution reflects a demonstrated understanding of the requirements, and sound, practical, and feasible methods to accomplish all tasks, and proposed acceptable methods for ensuring the quality of deliverables and items in accordance with the SOW. Unique concepts, features, and other approaches offered in the proposal may be considered in terms of the degree to which risks are identified, minimized, and realize potential benefits to the Government.

Sub-factor B: Logistical Functions: The Government will evaluate the Offeror's proposed method and process for the following:

- **Distribution Capability** - The proposal will be evaluated on the capability of shipping items to the locations and delivering items under adverse conditions with the ability to package the items properly for specific climates, and weather conditions. The proposal will be evaluated on the infrastructure and organizational capability to monitor inventoried items being shipped.

- **On-Time Delivery** -The proposal will be evaluated on the capability of delivery times requirement referencing the table & timeline, urgent orders.

Sub Factor C: Project Management/Staffing- In evaluating the proposal, the Government will review and consider the following:

- **Capability and Experience of Project Manager- Key Personnel:** The Government will evaluate the capability and experience of the Project Manager provided in the Management Plan. Provide the capability and experience including resume of the Project Manager provided in the Management Plan.
- **Capability and Experience of Production Controller or Materials Lead - Key Personnel:** The Government will evaluate the capability and experience of the Production Controller or Materials Lead provided in the Management Plan.

NOTE: The technical capability and experience of proposed Key Personnel will be evaluated inclusive of years of experience and appropriateness of the skill sets of each proposed Key Personnel to successfully perform in this contract, and the relevancy of the proposed Key Personnel similar experiences to the requirements for this contract.

Sub Factor D: Work Plans and Information for the Government: The Government will evaluate the following plans:

- **Management Plan:** The Government will evaluate the Offeror's organizational structure and its relation to the performance of the tasks required in the SOW and all documents pertaining to this solicitation. This shall include, but not be limited to the identification of human resources that shall manage product development, order management, contract issues, inventory planning and distribution. Additionally, the Government will evaluate the Offeror's distribution, supply chain and information system capability to meet the AOC delivery requirements.
- **Quality Control Plan:** The Government will evaluate whether the plan demonstrates the process to maintain consistent quality control procedures for both manufactured and acquired products. The Government will evaluate the methods for identifying deficiencies in the supplies or services and for taking corrective action before the level of performance becomes unsatisfactory. The Government will evaluate the metrics that will be used to gauge whether performance is satisfactory or not.
- **Risk Management Plan:** The Government will evaluate the plan's processes and procedures for the following risks:
 - A. Delays in manufacturing Door items
 - B. Customer Complaints
 - C. Replacing Key Personnel when required.
 - D. Reduction of operations due to new regulations, directives, or product Development

- E. Product security breach due to pilferage or theft
- F. Non-compliance with laws and regulations
- G. Shipping Delays
- H. Damage to onsite operations facilities
- I. Loss of Government inventory
- J. Product liability risks

Sub Factor E: Schedule: The government will evaluate the materials submitted in response to Factor 2 as follows:

- A. **To be considered acceptable**, the Offeror must submit all information requested in this factor.
- B. **To be considered acceptable**, the Offeror must include productivity rates for production/manufacture of doors or their procurement method for doors and other pertinent information to allow the government to evaluate if delivery schedule can be met.

M.2.1.2 Past Performance.

The Offeror's past performance will be evaluated to determine the degree to which the Offeror is currently successfully performing or has successfully completed similar projects within the past three (3) years, taking into consideration quality of work, project management, timeliness, and degree of client satisfaction for each project.

The evaluation of past performance will be based in part on the Offeror's references from current projects or projects completed within the last three (3) years and the information received in the responses to the past performance questionnaire.

The Government may use other references/information to verify the Offeror's past performance.

An Offeror will be given an opportunity to address especially unfavorable reports of past performance, and the Offeror's response, or lack thereof, will be taken into consideration.

M.2.2 Adjectival Ratings

- **The technical (non-price) factors** will be evaluated using the following adjectival scale:

Outstanding: The proposal provides a very clear, comprehensive, and detailed response which meets all requirements and includes significant strengths with no deficiencies or significant weaknesses. The risk of unsuccessful performance is very low as the proposal demonstrates a clear understanding of the requirements and can be expected to result in outstanding performance.

Good: The proposal provides a sound response which meets all requirements and includes strengths with no deficiencies and few weaknesses. The risk of unsuccessful performance is low as the proposal demonstrates an understanding of the requirements and can be expected to result in satisfactory performance.

Acceptable: The proposal provides a response which is capable of meeting all requirements but includes both strengths and weaknesses with no deficiencies. Strengths are not outweighed by the weaknesses. The risk of unsuccessful performance is moderate as the proposal demonstrates a general understanding of the requirements and can be expected to result in satisfactory performance.

Marginal: The proposal provides a response which does not meet all requirements and includes strengths, weaknesses, or deficiencies. Strengths are outweighed by the weaknesses or deficiencies. The risk of unsuccessful performance is high as the proposal does not demonstrate an understanding of the requirements and can be expected to result in unsatisfactory performance.

Unacceptable: The proposal provides a response that does not meet all requirements and includes significant weaknesses or deficiencies which far outweigh any strengths. The risk of unsuccessful performance is very high as the proposal does not demonstrate an understanding of the requirements and will result in unsatisfactory performance.

- **For the past performance factor**, an Offeror who does not have any type of past performance will be rated as “Neutral.” The quotation receives no merit or demerit for this factor.

An Offeror who receives an Unacceptable or Marginal for any evaluation factor or sub-factor of the evaluation factor will not be considered for award.

M.2.3 Price

Under this factor, the Government will evaluate the price quotations of the firms found technically qualified. Price will not be rated, but will be ranked according to total evaluated price. The Government will evaluate the total price of the “**Attachment - 4 Door Unit Pricing List & Attachment - 4A Hardware Unit Pricing List**” for this solicitation. Reasonableness of an Offeror’s proposal is evaluated through price analysis techniques which may include comparing prices with the other proposals.